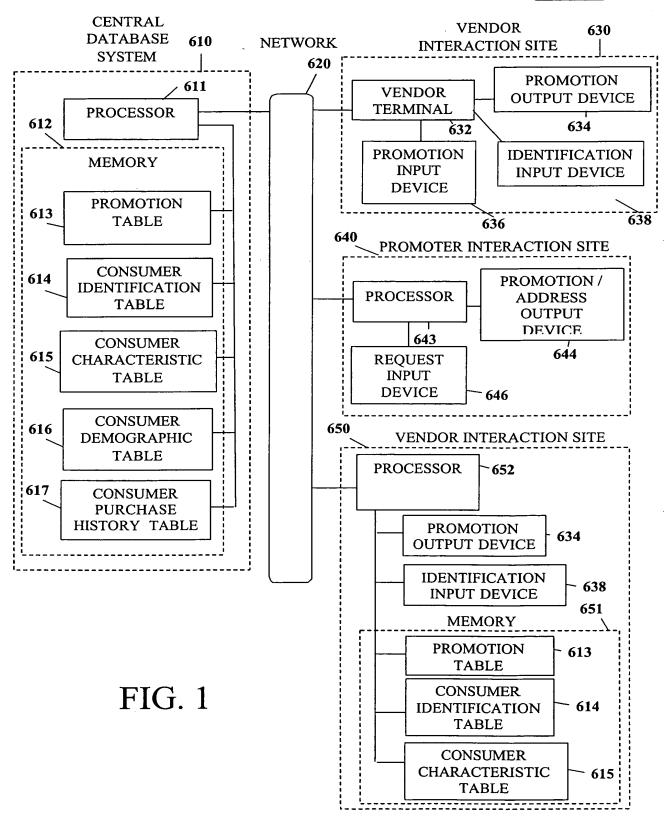
OBLON ET AL (703) 413-3000 DOCKET # 197826US 25 SHEET 1 OF 10



OBLON ET AL (703) 413-3000 DOCKET # 197826US 25 SHEET 2 OF 10

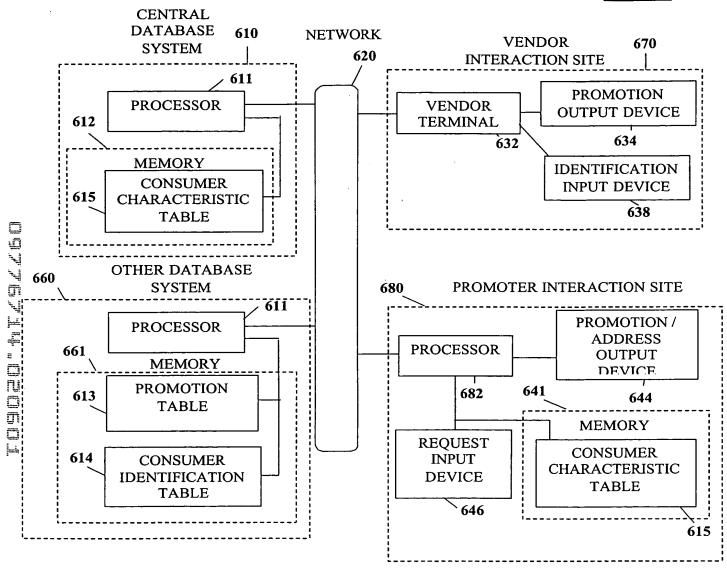


FIG. 2

OBLON ET AL (703) 413-3000 DOCKET # 197826US 25 SHEET 3 OF 10

DATA RECORD A	
START INDICATOR	_710a
RECORD ID #	_710b
PROMOTION	710c ← 710
IDENTIFICATION #	, 20
CLIENT	- 710d
DESIRED CONSUMER	−710e
CHARACTERISTIC(S)	
PRIORITY	710 f
PROMOTION	− 710g
CHARACTERISTIC(S)	
END INDICATOR	710h
FIC	5. 3a

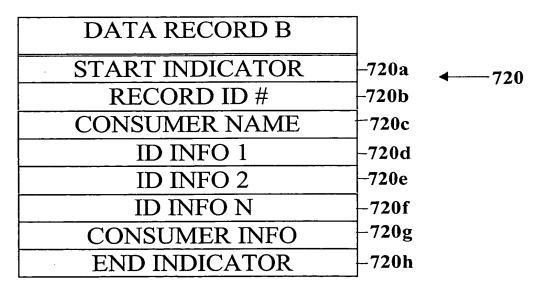


FIG. 3b

OBLON ET AL (703) 413-3000 DOCKET # 197826US 25 SHEET 4 OF 10

DATA RECORD C		
START INDICATOR	-730a	
RECORD ID #	-730b	
CONSUMER ID INFO	—730c	
PROMOTION RECEIVED 1	-730d	← 730
PROMOTION RECEIVED 2	730e	, , ,
PROMOTION RECEIVED N	– 730f	
CONSUMER CHAR. 1	– 730g	
CONSUMER CHAR. 2	- 730h	
CONSUMER CHAR. N	– 730i	
END INDICATOR	_730j	

FIG. 4a

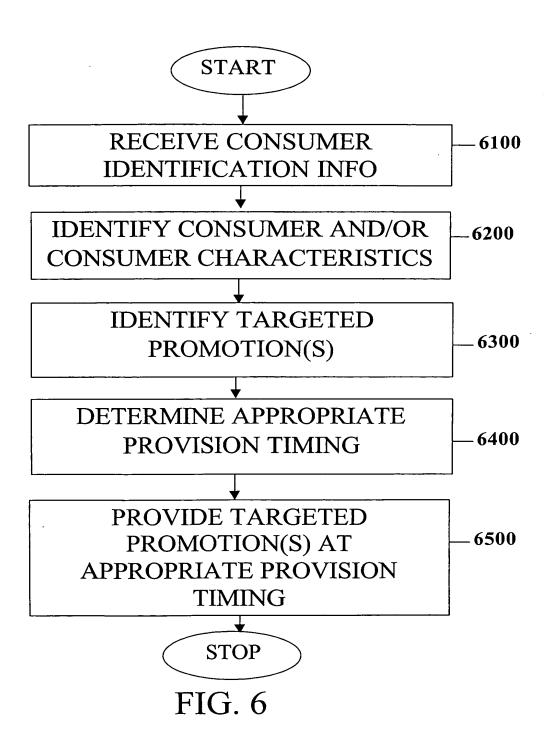
DATA RECORD D		
START INDICATOR	_740a	← —740
RECORD ID #	_740b	, /40
CONSUMER NAME	_740c	
DEMOGRAPHIC INFO 1	- 740d	
DEMOGRAPHIC INFO 2	740e	
DEMOGRAPHIC INFO 3	740f	
DEMOGRAPHIC INFO N	-740g	
END INDICATOR	740h	

FIG. 4b

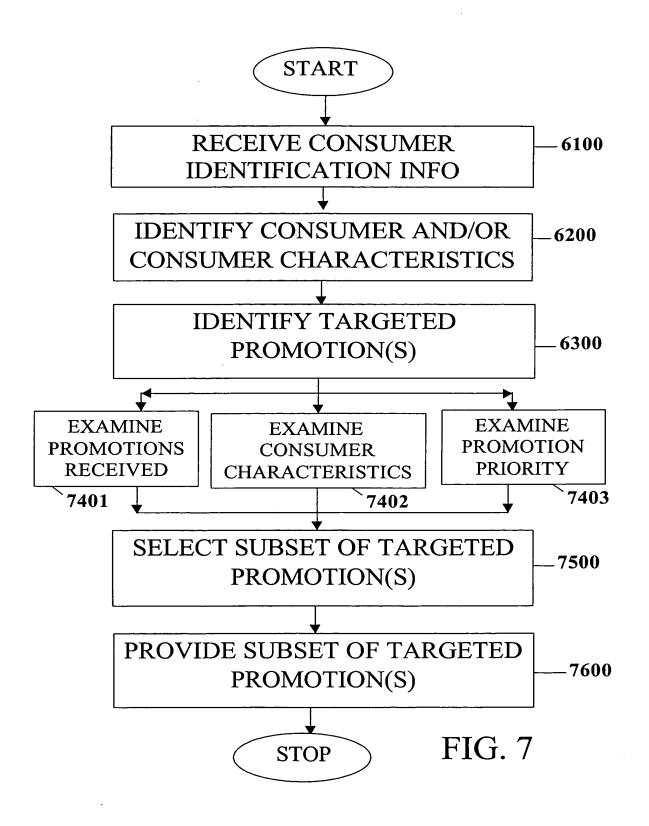
OBLON ET AL (703) 413-3000 DOCKET # 197826US 25 SHEET 5 OF 10

DATA RECORD E		
START INDICATOR	_750a	
RECORD ID #	_750b	
CONSUMER NAME	_750c	← 750
PURCHASE INFO 1	- 750d	
PURCHASE INFO 2	– 750e	
PURCHASE INFO 3	- 750f	
PURCHASE INFO N	-750g	
END INDICATOR	750h	
FIG 5	_	

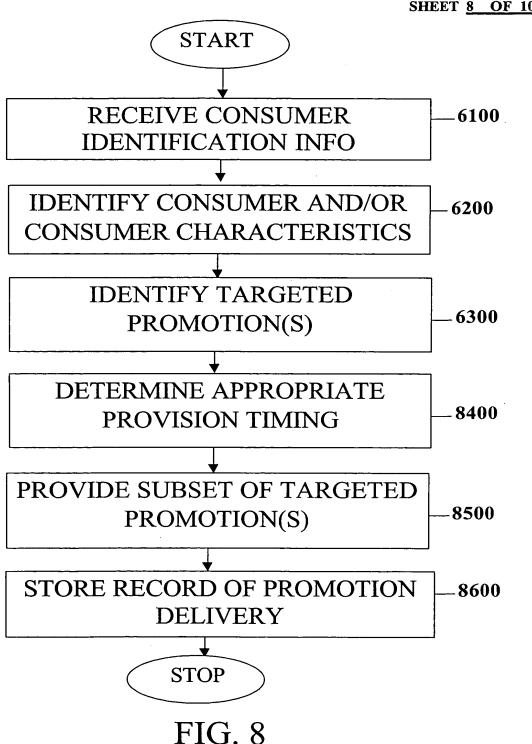
OBLON ET AL (703) 413-3000 DOCKET # 197826US 25 SHEET <u>6 OF 10</u>



OBLON ET AL (703) 413-3000 DOCKET # 197826US 25 SHEET 7 OF 10



OBLON ET AL (703) 413-3000 DOCKET # 197826US 25 SHEET 8 OF 10



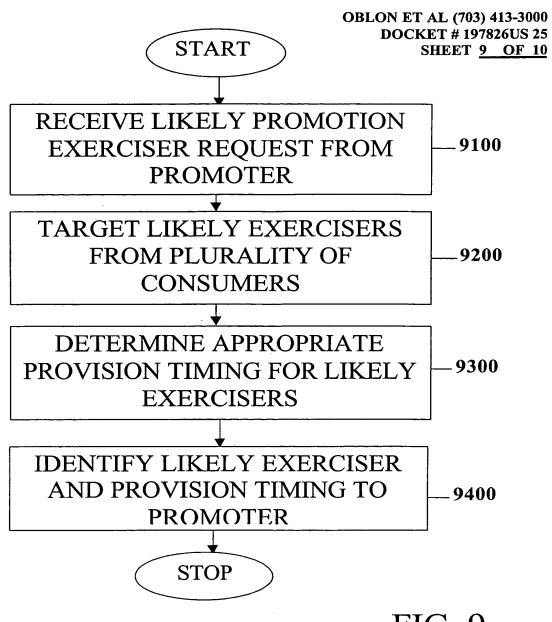
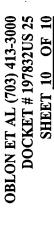


FIG. 9



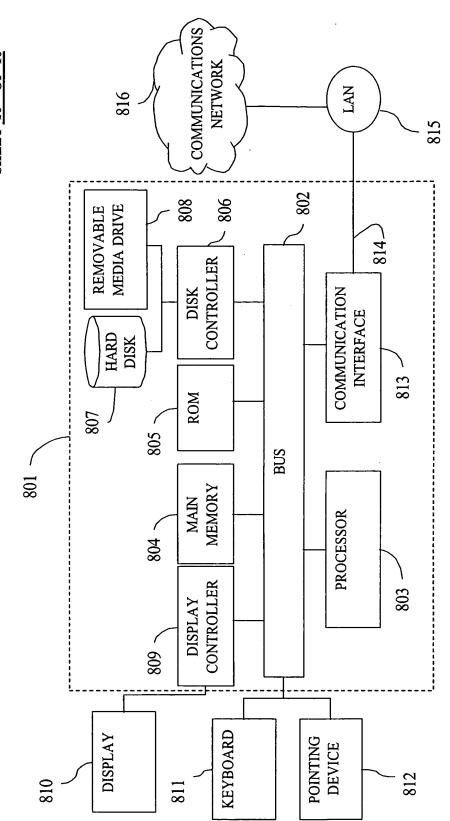


FIG. 10